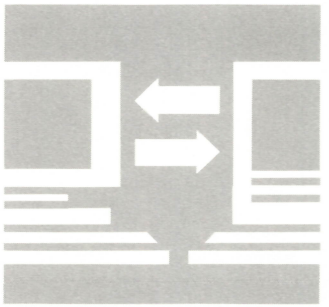


SBSS Express Seminars Compatibility and Connectivity Seminar Script.

SBSS Express Seminars
Compatibility and Connectivity Seminar Script

Compatibility and connectivity have enormous benefits for any small business, whether they use Apple Macintosh computers alone or in combination with MS-DOS computer systems. By sharing information via computers, printers and modems internally and externally users can increase productivity and reduce costs. And whether or not the business itself uses MS-DOS, its clients might, making it easy, efficient and profitable to be able to share information.

Market Opportunity

Compatibility and connectivity with MS-DOS hold great potential for you, too, and for good reason. Apple is currently witnessing an unprecedented demand for the new Macintosh products. Research indicates that almost 50% of all Macintosh Classic®and Macintosh IIsi computers are being sold to first-time Macintosh users, 25% of whom are MS-DOS users.[1] All of this proves what Apple has long known: once the price and compatibility issues are removed, MS-DOS users are highly receptive to Apple products..

Price-Performance

A recent study that tested a variety of systems for both the Macintosh and Windows 3.0 environments demonstrated that Macintosh computers offer the best price-performance value when compared with similarly configured IBM and Compaq personal computers.[2]

User Satisfaction

Yet another study has found that users give Macintosh superior ratings for key performance categories, including the availability of applications, the ability to present ideas effectively, the quality of graphics, performance as a business tool, and usefulness in many aspects of their jobs. Those same users also rated the Macintosh easier for learning basic operations, easier to use than MS-DOS systems running Windows 3.0, and that its consistency between applications makes it easier to learn new applications.[3]

The Demonstration

Therefore, understanding compatibility and connectivity is critical when positioning Macintosh to your small business customers. To help you explain it in a language they can understand and relate to, we've designed this Compatibility and Connectivity demonstration to show your customers how they can use a Macintosh to:

- share resources
- share software programs
- share documents and information
- communicate with others
- access remote information

This Express Seminars demonstration differs from the others in that it is created in MacroMind Director. It will allow you to demonstrate the compatibility and connectivity benefits Macintosh computers offer, without having to set up the physical connections between systems or install additional hardware and software.

It is important to note that since any vertical market could benefit from this knowledge, this demo will be most effective when used in conjunction with any of the industry-specific SBSS Express Seminars.

The MacroMind presentation itself includes a list of product solutions at the end of every section. In addition, we have developed two FileMaker databases, the Product Catalog and Glossary of Terms to allow for more comprehensive inquiries and print-outs for your business customers. These can be found at the end of the demo.

We have continued to use our "Say This, Do This, Show This" format to provide easy-to-use instructions on the demonstrations. The **"Say This"** column indicates suggested comments for the file being demonstrated, the **"Do This"** column gives step-by-step instructions for navigating the MacroMind Presentation, and the **"Show This"** column shows what will be seen on the screen. A **"Play"** button has been included which, when active, will allow you to click to continue or pause for as long as necessary. In addition, at the end of every demo, you will have the option to automatically advance to the next demo or return to the main menu. As you complete each demo, the corresponding button on the main menu will be greyed out.

Preparation Notes

Following is an overview of the Compatibility and Connectivity MacroMind Director presentation and FileMaker databases:

- Introductory Animation
  - Benefits
- Networking Computers
  - Creating Your Network
  - Growing Your Network
- Sharing Data
  - Sharing Data with MS-DOS Users
  - Translating MS-DOS Files
  - Running MS-DOS Programs
- Communicating with the World
  - Fax Modem
  - Using On-Line Service
  - Electronic Mail
- Database of Glossary of Terms
- Database of Product Catalog

1 *InfoWorld*, 1990.
2 *Ingram Laboratories*, A Performance Report: Apple Macintosh Computers vs. IBM & Compaq, A benchmark report on price-performance value, 1991.
3 *Diagnostic Research, Inc.*, Macintosh or Windows 3.0?, A synopsis of what MIS managers and business computer users have to say, 1991.

How to Use the Compatibility and Connectivity Demo

Launching the Compatibility and Connectivity MacroMind Demo

To launch the Compatibility and Connectivity demo, double-click on C & C Demo. The demo will automatically run through the Introduction and Benefits and advance to the Menu. If you would like to skip the Introduction and Benefits section, simply click the mouse while this animation is running and the demonstration will automatically advance to the menu.

General Tips

The **Menu** allows you to navigate through the entire demo as appropriate for your prospect and can be accessed any time the Menu button appears at the bottom of the screen. The Menu has a button for each one of the six feature demonstrations, plus a **Glossary** button and a **Quit** button.

You can begin a feature demonstration by clicking once on the associated button. Within each feature you will have three options for navigating through the demonstration:

Review Button (◀) – Clicking once allows you to move back through previous dialog boxes.

Menu Button (Menu) – Allows you to return to the menu to choose your next presentation, select the Glossary, or Quit the presentation.

Play Button (▶) – Allows you to advance through the demonstration. When the Play button is white, you can click whenever you are ready to continue the animation. When the play button is grey, the demo is running through a programmed animation. (If you choose to skip ahead, you can do so by simply clicking on the grey Play button to advance to the next dialog box.)

After demonstrating each feature, you have the option of returning to the menu (the text in the button of the feature demonstrated will be greyed out), or clicking the Play button on the "Solutions Include" screen to automatically advance to the next feature.

Glossary Button (Glossary) – An on-screen abbreviated version of the FileMaker database included with this presentation. By clicking on any word, the definition appears. Click again and the dialog box is cleared.

Quit Button (Quit) – Allows you to exit the Compatibility and Connectivity MacroMind demo.

Using the FileMaker Database

Complete instructions for using the FileMaker Glossary of Terms and Product Glossary are listed on the first screen of each database.

Introductory Animation

Say This

Macintosh is compatible with virtually every part of your business — from PCs to software programs to printers to people. And Macintosh is compatible with MS-DOS — from name-brand PCs to mail-order clones.

Do This

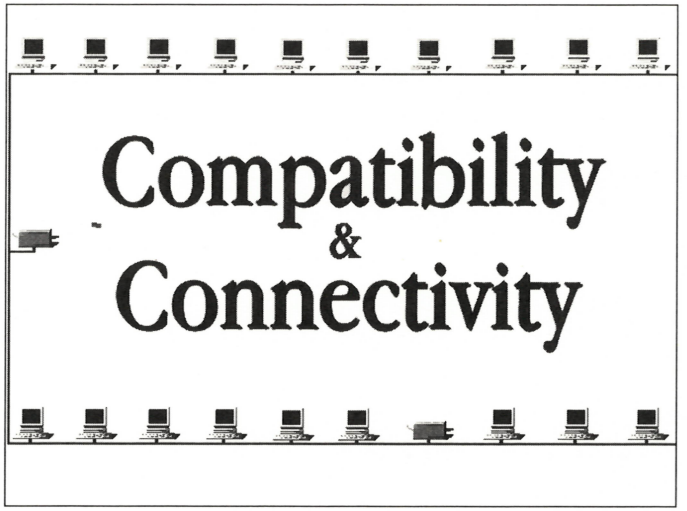
Open **C&C Presentation** folder by double clicking the icon or by selecting it (clicking once) and choosing Open under the File menu.

Open **C&C Presentation.**▸

Demo automatically advances to Benefits.

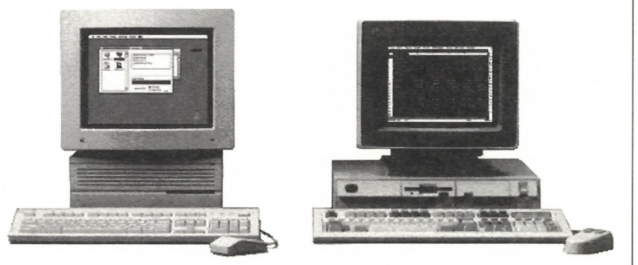
To skip Benefits and automatically advance to the menu, simply click the mouse while the animation is running.

Show This



Compatibility & Connectivity

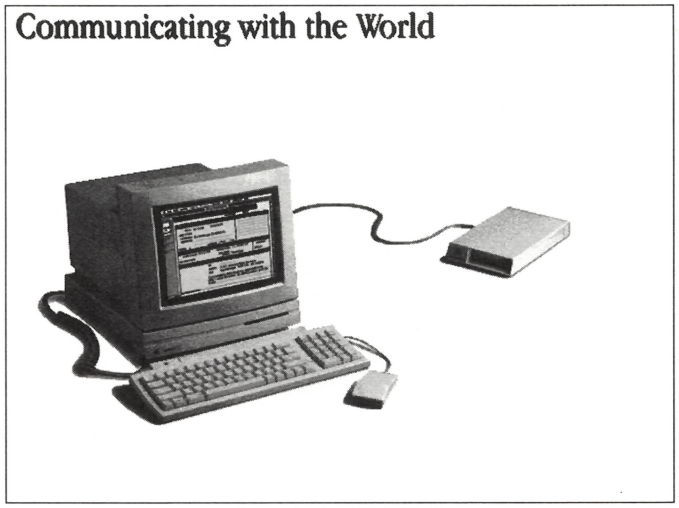
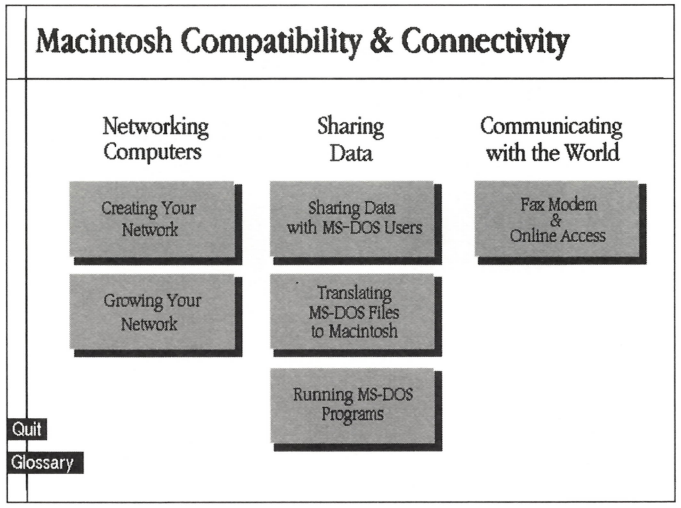
Benefits

Say This	Do This	Show This
Enabling people with different types of computers to work together doesn't have to be a lot of work. • You can easily share documents and information so people can collaborate on projects more productively. This means the work flows smoothly whether you are using only Macintosh computers or a combination of Macintosh and MS-DOS systems.	Review **Sharing Documents**. ▸ Demo automatically advances to Sharing Resources.	**Sharing Documents** 
Companies can save money and better utilize resources by allowing the sharing of valuable resources like computers, printers and fax modems. • For example, your company can share a single printer for use by a number of employees, whether they use Macintosh or MS-DOS computers.	Review **Sharing Resources**. ▸ Demo automatically advances to Communicating with the World.	**Sharing Resources**

Sharing Documents

Sharing Resources

Benefits

Say This	Do This	Show This
Macintosh also allows you to access the scores of commercial databases and news services you need to run your business. Using electronic mail to transmit information instantly to clients and co-workers in other offices, other buildings and other towns, helps people communicate more effectively.	Review **Communicating with the World.** ▸	
		Communicating with the World
Whether it's converting MS-DOS files to formats that can be read by Macintosh programs or actually running MS-DOS programs on the Macintosh, the Macintosh is compatible with MS-DOS. It's compatible with people and the way they work.	Demo automatically advances to Main Menu. ▸	
		Main Menu

Creating Your Network

Say This

With Macintosh, it's easy to share resources like computers, printers and peripherals with other Macintosh or MS-DOS computers because every Macintosh comes with a built-in networking system called AppleTalk®. AppleTalk is a flexible, powerful network system that supports Macintosh, MS-DOS and other computers and peripherals. And because the network was designed with the same principles that Macintosh is based on, it's easy to install, maintain and support.

- You start by simply plugging a networking cable into the shared device — a computer or printer.
- Then connect each computer to the next with a cable. Virtually no other computer offers networking as easy to use and install as Macintosh.

You can also add MS-DOS compatible computers to your network.

- Just install a PhoneNET PC interface card and PhoneNET Talk software to give your PCs the same type of networking capabilities that are built into every Macintosh.

Do This

Choose **Creating Your Network** from Main Menu.
Click **Play** button ▶ to begin demo. ▸

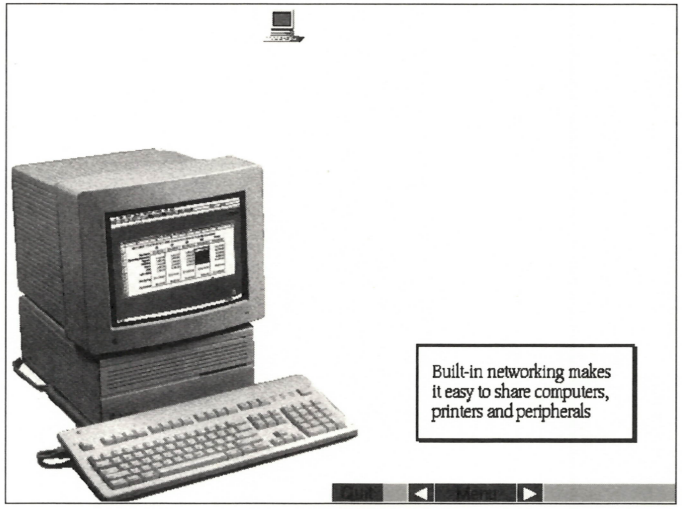
Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue. ▸

Click **Play** button ▶ to continue.

Show This



Creating Your Network

Creating Your Network

Creating Your Network

Say This

Whether you're connecting 2 or 200 computers and printers, you'll find the "plug and play" environment of AppleTalk as easy to use as the Macintosh itself.

- Simply select the Chooser under the Apple Menu to see which computer file servers and printers are available on your network.
- For example, to select the printer you want, just click on its icon. When you are ready to print your files or documents, they will automatically be sent to the printer you have selected.
- This provides an easy, inexpensive solution for small workgroups on a network.

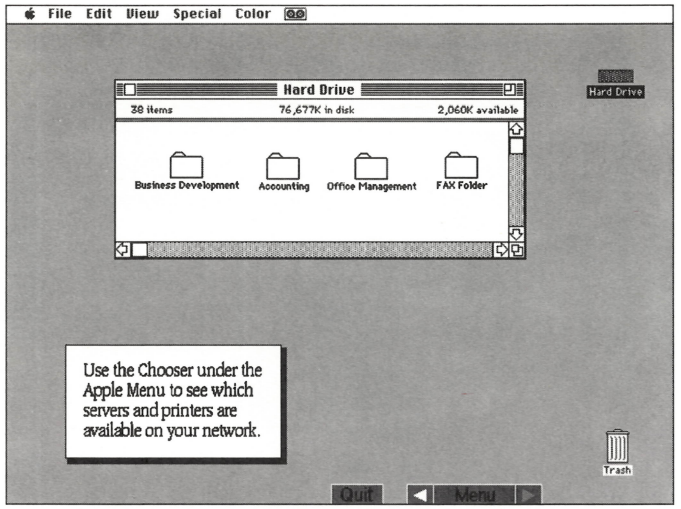
As your business grows, you can easily add additional Macintosh and MS-DOS computers, printers and other peripherals to your network. Your work flows smoothly regardless of the number or location, of your computers and printers.

Do This

Click **Play** button ▶ to continue.

Click **Play** button ▶ to review File Sharing with System 7.

Show This



Creating Your Network

File Sharing with System 7

Say This

With Macintosh you can develop a report on your computer and your colleagues can immediately retrieve it over the network enabling everyone to work more productivity.

- With System 7's built-in File Sharing, Macintosh is the first major computer to allow people to share files without purchasing dedicated file servers or additional software.
- You can set passwords and other security features so that only specific individuals and groups can have access to your files. System 7 File Sharing allows you to let other users on your network to directly access any folder or file on your Macintosh.
- Just select the hard drive and the folder you want to share with others and choose Sharing from the File menu.

Others who need to use your folder (even those without System 7) can easily select your computer and folder by selecting AppleShare® from the Chooser in the Apple menu.

- The folder appears on your desktop, and you can now make changes directly to any file in this folder, or if you choose, copy it to your hard drive.

With Macintosh, the latest information is never more than a point and click away. Your most recent version of any document can be made readily available on the server to the people you designate on your network.

Here is a sample list of products which can be used when creating your network.

Do This

Click **Play** button ▶ to begin demo.

Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

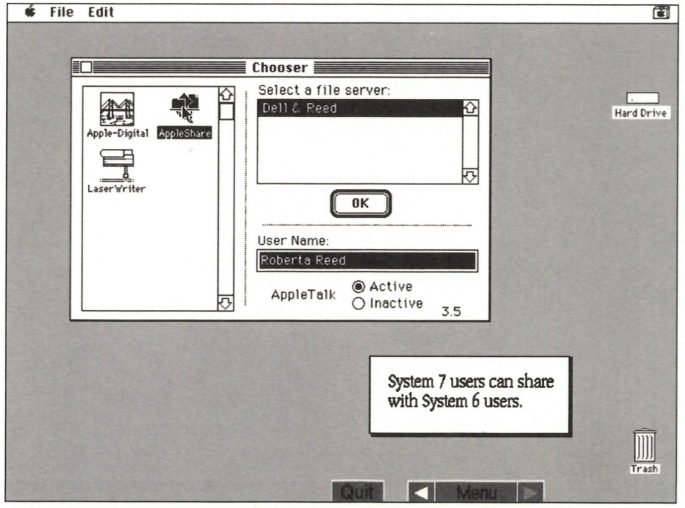
Click **Play** button ▶ to continue.

Click **Play** button ▶ to view sample product list.

Click **Menu** button to return to the Main Menu or click **Play** button ▶ to advance to Growing Your Network.

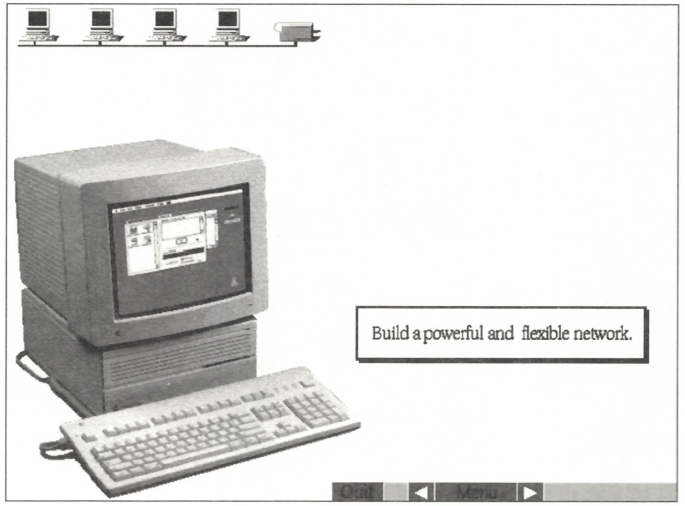
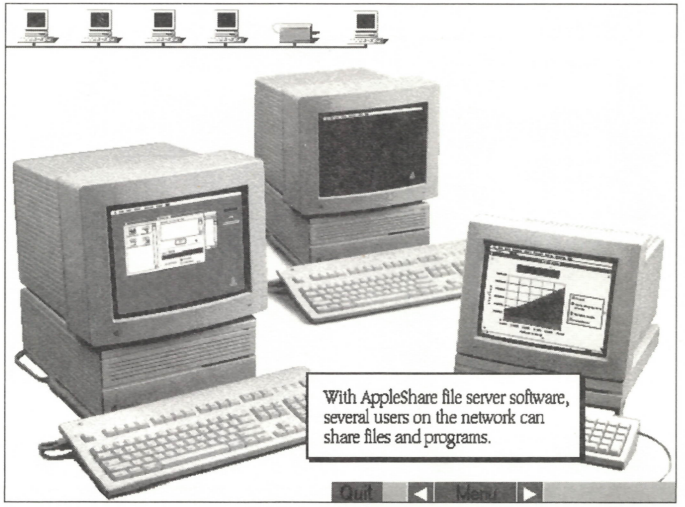
Show This

File Sharing



File Sharing

Growing Your Network

Say This	Do This	Show This
With Macintosh, it's easy to build a flexible, powerful networking environment that grows with your business. For example, if several employees need to access the same inventory file, or enter sales transactions at the same time, you may want the added power that comes from having a dedicated file server. • Both Macintosh and MS-DOS files can be stored on the same Macintosh server and accessed simultaneously.	Choose **Growing Your Network** from Main Menu. Click **Play** button ▶ to begin demo. ▸ Click **Play** button ▶ to continue. Click **Play** button ▶ to continue. Click **Play** button ▶ to continue.	 *Growing Your Network*
To start with, you make a physical connection between every Macintosh computer, server and printer you're adding to the network. This can be done via the built-in networking connection found on every Macintosh computer and most Apple printers. • With AppleShare file server software, the dedicated file server allows you to share files and multiuser programs, enabling you to quickly and efficiently integrate work done by several people. • And because AppleShare works the same intuitive way as other Macintosh programs, it requires little training time. • With AppleShare access privileges, users decide whether others can look at or change the files they put on the server. It's a cost-effective way to share large amounts of information on a network.	Click **Play** button ▶ to continue. ▸ Click **Play** ▶ button to continue.	 *Growing Your Network*

Say This

Macintosh computers also can be added to a Novell NetWare Network, a recognized standard for networking PCs.

- Using the Novell NetWare Network, both Macintosh and MS-DOS information can be shared on the same server.
- Users who are experienced with AppleShare require minimal training to use NetWare on the Macintosh.

Once you have made the physical connection via the built-in networking connection found on every Macintosh, install NetWare for Macintosh software.

One of the many unique features of Macintosh is the ease of choosing the kind of file server you wish to access.

- Now all you have to do is go to the Chooser under the Apple Menu and select the server you want to use. Once you've selected a server, you log onto the network using a password that protects your information from unauthorized access.

Do This

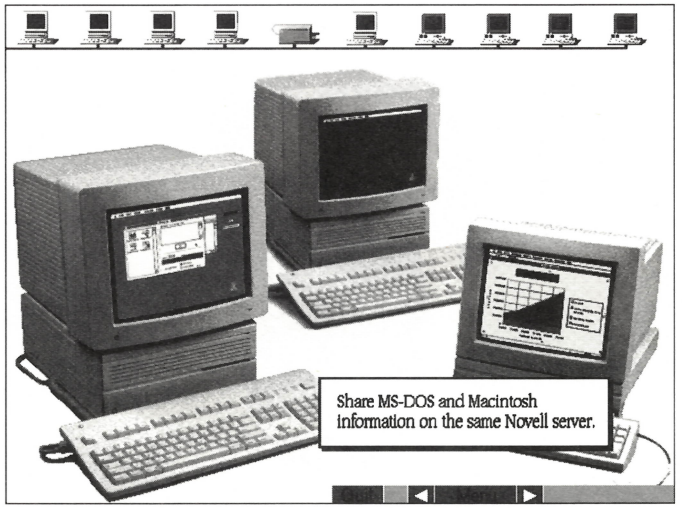
Click **Play** button ▶ to continue. ▸

Click **Play** button ▶ to continue.

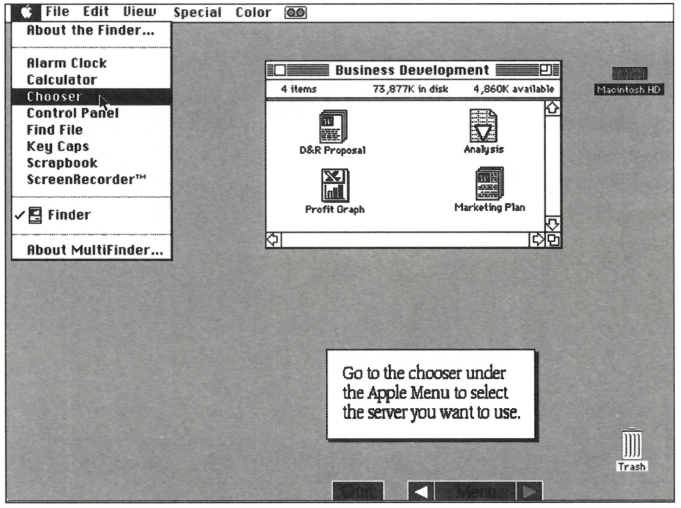
Click **Play** button ▶ to continue. ▸

Click **Play** button ▶ to continue.

Show This



Growing Your Network



Growing Your Network

Growing Your Network

Say This

Let's say we want to bring together both Macintosh and MS-DOS data in the same report but the data is stored on a Novell file server. Accessing the file server can easily be done from the Chooser.

- Moving the Macintosh word processing document and the MS-DOS spreadsheet from the Novell NetWare server to your hard drive is as easy as dragging files from a floppy diskette to your hard drive. Or if you choose, you can open the files directly on the file server.
- The Macintosh shows the MS-DOS document in typical Macintosh fashion — as an icon. MS-DOS users see subdirectories and files just as they would on an MS-DOS computer.
- With NetWare version 2, Macintosh users can easily share files and resources such as printers with MS-DOS and Windows 3.0 users.

With Macintosh, networking is easy, powerful and transparent to everyone — whether they're down the hall, up the street, across the country or on the other side of the world.

Here is a sample list of products which can be used when growing your network.

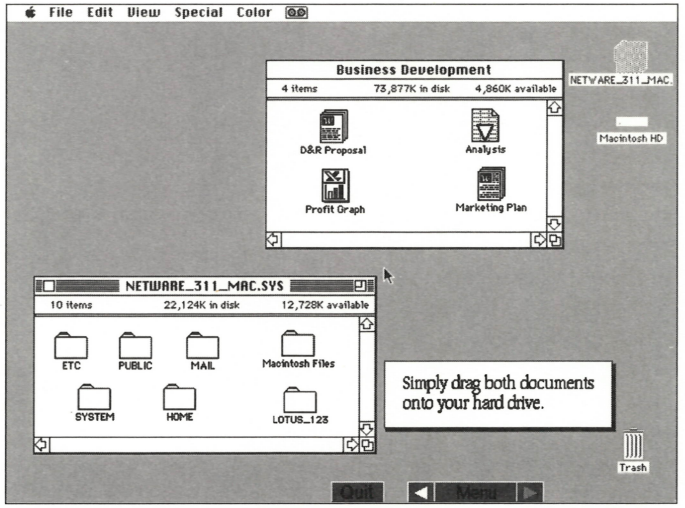
Do This

Click **Play** button ▶ to continue. ▸

Click **Play** button ▶ to view Sample Product List.

Click **Menu** button to return to the main menu or click **Play** button ▶ to advance to Sharing Data with MS-DOS Users.

Show This



Growing Your Network

Sharing Data with MS-DOS Users

Say This

Macintosh can readily access and understand files created on MS-DOS computers. For example, if your co-workers or clients use MS-DOS systems, you can enhance teamwork by taking advantage of the powerful features of the Macintosh.

One of the things that makes Macintosh unique among personal computers is SuperDrive, a floppy disk drive standard on all new Macintosh computers that can read from and write to several kinds of 3.5-inch floppy diskettes, including MS-DOS, OS/2, Windows 3.0 and Apple II computers.

- With SuperDrive and software such as AccessPC, the MS-DOS diskette will appear on the desktop just as if it were a Macintosh diskette.
- By using the same familiar Macintosh commands that you're familiar with, and double-clicking on the diskette icon, the MS-DOS files will be displayed just as Macintosh files would.

Many of the Macintosh programs available today can work with a number of different text and graphic formats and can readily open documents created in MS-DOS programs with virtually all formatting characteristics intact (such as margins, tabs, boldface, underline and footnotes).

- For example, a Macintosh spreadsheet program can automatically open a MS-DOS file in seconds — with all figures and formulas intact.
- Once the document has been opened, you can take advantage of the advanced capabilities of Macintosh – edit, cut, copy and paste – all using the familiar Macintosh pull-down menus. You can also save the document in an MS-DOS file format, to be used by a Lotus 1-2-3 user.

Do This

Choose **Sharing Data with MS-DOS Users** from Main Menu.
Click **Play** button ▶ to begin demo. ▸

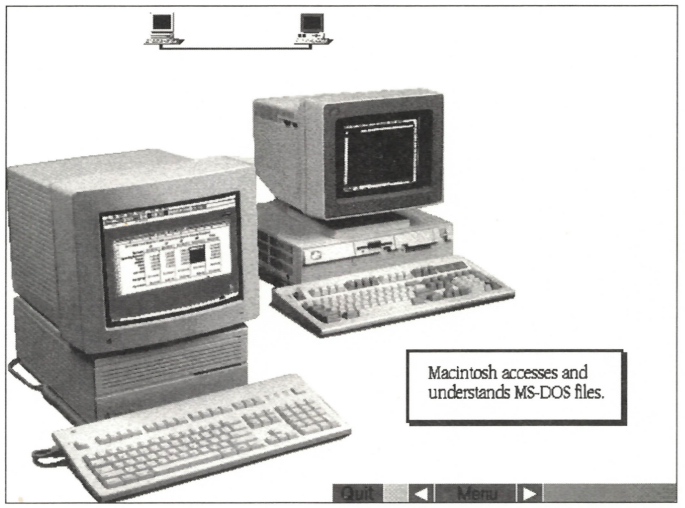
Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

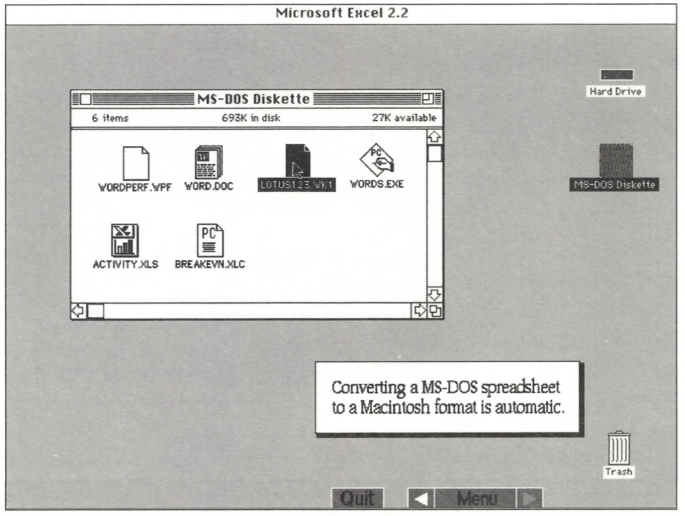
Click **Play** button ▶ to continue. ▸

Click **Play** button ▶ to continue.

Show This



Sharing Data



Sharing Data

Sharing Data with MS-DOS Users

Say This

Sharing MS-DOS files is still easy even if you don't have a Macintosh with SuperDrive, or your co-worker uses a 5.25-inch floppy diskette.

- With any Macintosh computer connected to an external 3.5- or 5.25-inch disk drive and utility software programs like AccessPC you can use your MS-DOS diskettes. The contents of the MS-DOS disks will be displayed on the Macintosh desktop.

With Macintosh and software such as AccessPC, you can fit right into any computing environment and enjoy all the power and ease-of-use of Macintosh while easily sharing information with co-workers — regardless of the hardware or software they use.

Here is a sample list of products which can be used when sharing data with MS-DOS users.

Do This

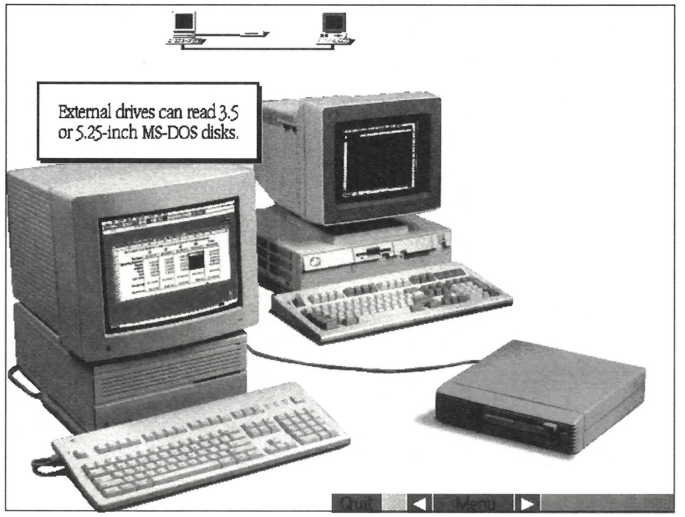
Click **Play** button ▶ to continue. ▸

Click **Play** button ▶ to continue.

Click **Play** button ▶ to view sample product list.

Click **Menu** button to return to the Main Menu or click **Play** button ▶ to advance to Translating MS-DOS Files to Macintosh.

Show This



Sharing Data

Translating MS-DOS Files to Macintosh

Say This

Let's say that your co-worker uses an MS-DOS computer and has written a sales report, and you would like to work with this document on your Macintosh. Many Macintosh programs can automatically translate and open MS-DOS files. But sometimes you will need to translate them.

- Software such as MacLink Plus/PC makes the process simple by translating your documents from one format to another with all of the data, graphics and formatting intact.
- MacLink Plus/PC offers more than 350 Translator combinations.

To use your co-worker's file, select the MS-DOS file's originating program — in this case, WordPerfect 5.1.

- Then, select the program you want to use on your Macintosh — MacWrite II.
- Now select the the file SALESRPT.W51 from the MS-DOS diskette. And save it to your Macintosh.
- As the conversion begins, you can give the document a friendlier name, like Sales Report '91.
- In seconds, the translation is complete. That's all it takes to translate MS-DOS files to the Macintosh.

Do This

Choose **Translating MS-DOS Files to Macintosh** from Main Menu.
Click **Play** button ▶ to begin demo. ▸

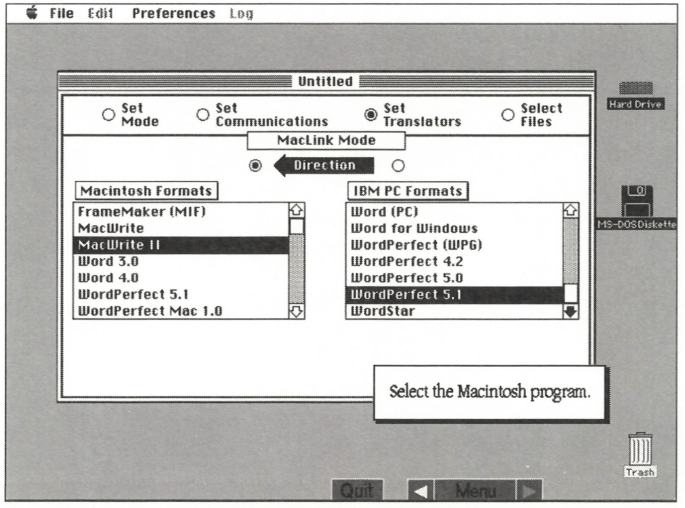
Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue. ▸

Show This

Translating MS-DOS Files to Macintosh



Translating MS-DOS Files to Macintosh

Say This

You can see that the new file appears on the desktop with an icon indicating that the application has been converted to MacWrite II.

- Once the file is converted, double click on it, and it will launch its program, just like any other Macintosh document.
- Notice that the report has preserved all the original content and formatting.
- The table we created in WordPerfect has been converted into a MacWrite II table, with columns, cells and tabs intact.
- The new document preserves all of the fonts we specified in our MS-DOS WordPerfect document. Even graphics come through the conversion.

Once converted, you can take advantage of the advanced capabilities of Macintosh:

- Virtually unlimited type styles and sizes.
- Copy and paste capability, including charts and graphics.

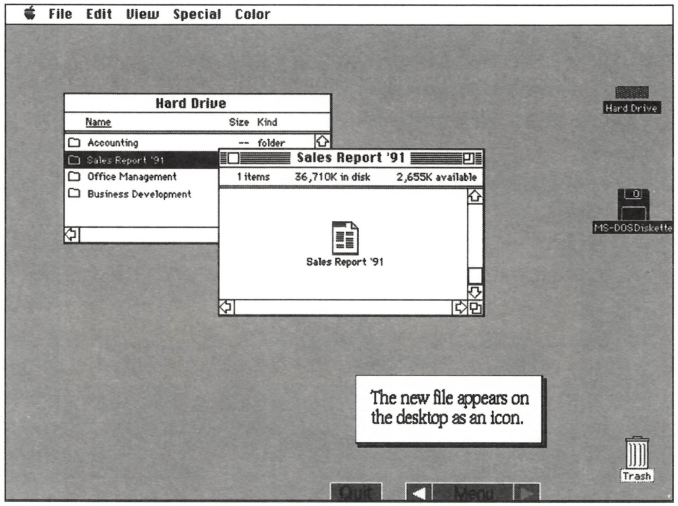
Do This

Click **Play** button ▶ to continue.

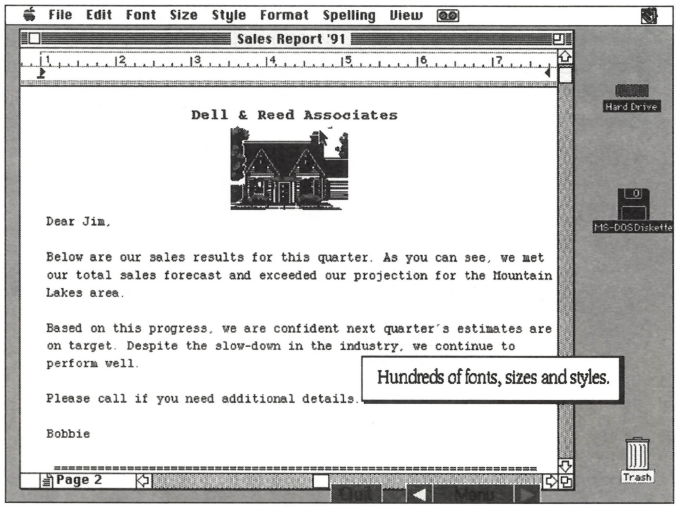
Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

Show This



Translating MS-DOS Files to Macintosh


File Edit Font Size Style Format Spelling View
Sales Report '91
Dell & Reed Associates
Dear Jim,
Below are our sales results for this quarter. As you can see, we met our total sales forecast and exceeded our projection for the Mountain Lakes area.
Based on this progress, we are confident next quarter's estimates are on target. Despite the slow-down in the industry, we continue to perform well.
Please call if you need additional details.
Bobbie
Page 2
Hundreds of fonts, sizes and styles.
Hard Drive
MS-DOS Diskette
Trash

Translating MS-DOS Files to Macintosh

Translating MS-DOS Files to Macintosh

Say This

Translating MS-DOS files is easy to do even if your Macintosh doesn't have SuperDrive or you are not using a network like Novell.

- Connecting a Macintosh to an MS-DOS computer with a direct cable is another option. Software packages like MacLink Plus/PC provide the appropriate cable and connectors.
- You can retrieve files from MS-DOS hard disk or floppy diskette drive.
- Macintosh and a MacLink Plus/PC cable let you share information between Macintosh and MS-DOS computers.

This means you can access your co-workers' documents — regardless of the program used to create them, and use the power of the Macintosh to take compatibility to a new level.

Here is a sample list of products which can be used when translating MS-DOS files.

Do This

Click **Play** button ▶ to continue.

Click **Play** button ▶ to view sample product list.

Click **Menu** button to return to the Main Menu or click **Play** button ▶ to advance to Running MS-DOS Programs.

Show This

Translating MS-DOS Files to Macintosh

Translating MS-DOS Files to Macintosh

Say This

Let's say that your co-worker uses an MS-DOS computer and has written a sales report, and you would like to work with this document on your Macintosh. Many Macintosh programs can automatically translate and open MS-DOS files. But sometimes you will need to translate them.

- Software such as MacLink Plus/PC makes the process simple by translating your documents from one format to another with all of the data, graphics and formatting intact.
- MacLink Plus/PC offers more than 350 Translator combinations.

To use your co-worker's file, select the MS-DOS file's originating program — in this case, WordPerfect 5.1.

- Then, select the program you want to use on your Macintosh — MacWrite II.
- Now select the the file SALESRPT.W51 from the MS-DOS diskette. And save it to your Macintosh.
- As the conversion begins, you can give the document a friendlier name, like Sales Report '91.
- In seconds, the translation is complete. That's all it takes to translate MS-DOS files to the Macintosh.

Do This

Choose **Translating MS-DOS Files to Macintosh** from Main Menu.
Click **Play** button ▶ to begin demo. ▸

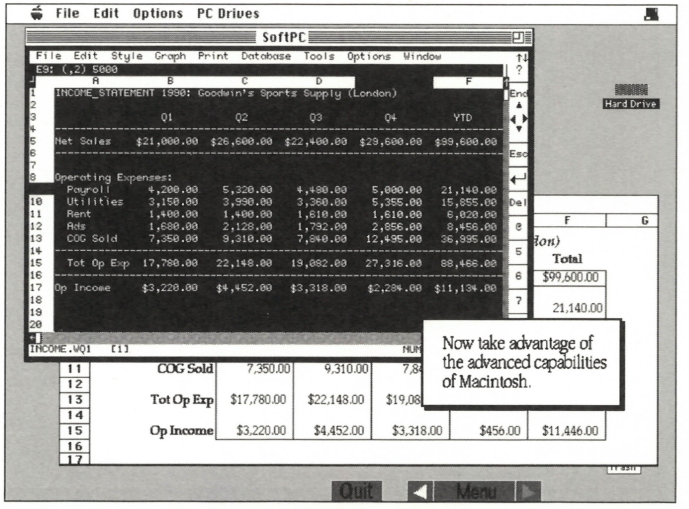
Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue. ▸

Show This

Translating MS-DOS Files to Macintosh


File Edit Options PC Drives
SoftPC
File Edit Style Graph Print Database Tools Options Window
INCOME_STATEMENT 1990: Goodwin's Sports Supply (London)
Hard Drive
Now take advantage of the advanced capabilities of Macintosh.
Quit
Menu

Translating MS-DOS Files to Macintosh

Fax Modem & Online Access

Say This

Macintosh connectivity extends beyond the walls of your office. With a Macintosh computer, you can send faxes, gather information from commercial data services, send and receive documents and exchange electronic mail with colleagues across town or across the world.

- With a fax modem connected to your Macintosh computer, you can send and receive faxes directly from your Macintosh desktop.
- With software such as BackFAX, sending a fax is as easy as printing a document.
- The fax is available through the Chooser, just like a LaserWriter®.
- So when you select Print from any application, BackFAX will prepare your document for faxing. But instead of appearing on your printer, your message will travel across the phone lines to a receiving fax machine far away.
- You can even create a personal address book of fax numbers you often use. BackFAX even notifies you when the fax has been sent.

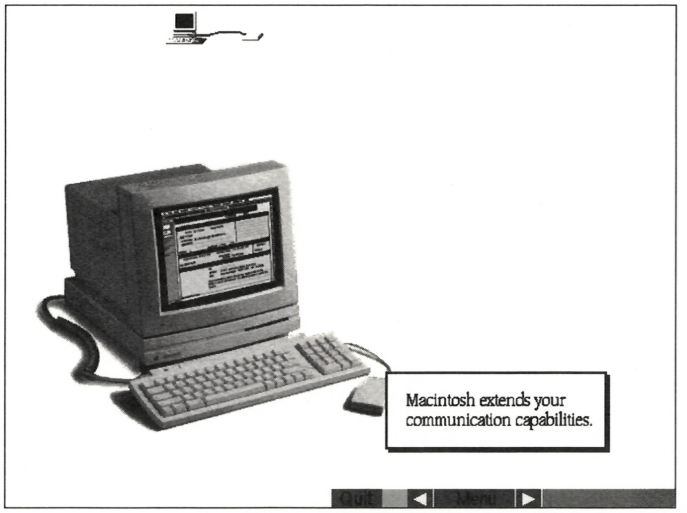
Do This

Choose **Fax Modem & Online Access** from Main Menu.
Click **Play** button ▶ to begin demo. ▸

Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

Show This



Fax Modem & Online Access

Fax Modem & Online Access

Say This

Macintosh offers a wide range of applications that allow you to do virtually anything you need to do — on just one computer and with the power, consistency and ease-of-use that only Macintosh provides. Macintosh also makes it easy to connect to a vast world of information essential to your business. With a modem, you can access public information networks known as online services. America Online is one of several online services available for the Macintosh.

- America Online provides a graphic interface designed for the Macintosh, with familiar point and click commands.
- You can catch late-breaking news on a minute-by-minute basis, trade stocks and access specialized information.
- You can make travel reservations through dozens of airlines and hundreds of hotels worldwide.
- Online services available for the Macintosh give you instant access to legal references, government statistics, scientific data — even the full text of thousands of periodicals. It's just what you need to keep on top of rapidly changing markets.

With a Macintosh computer on your desktop, a wealth of information is at your fingertips.

With the Macintosh and electronic mail, it's easy to exchange messages and computer files with colleagues and customers anywhere in the world. Macintosh literally puts the world at your fingertips, while it helps your business grow and prosper.

Today we've shown you how you can use the Macintosh to share information with colleagues and clients via shared computers, printers and modems, both in and outside your office. As we've seen, it's a great way to increase efficiency, productivity and profitability.

Here is a sample list of products which can be used when communicating with the world.

Do This

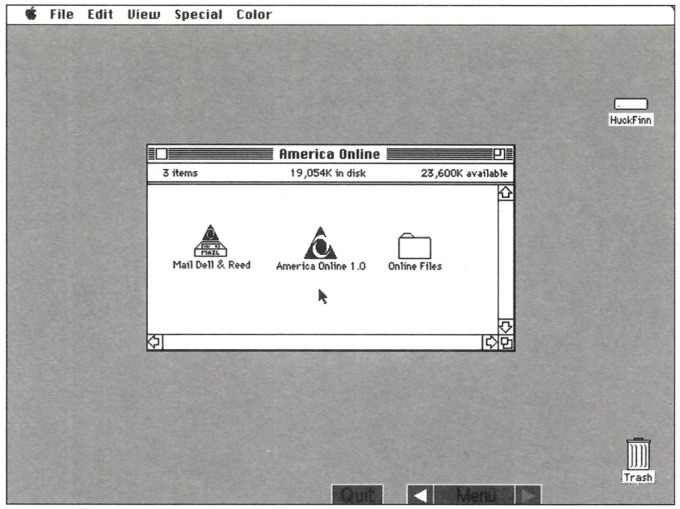
Click **Play** button ▶ to continue.

Click **Play** button ▶ to continue.

Click **Play** button ▶ to view sample product list.

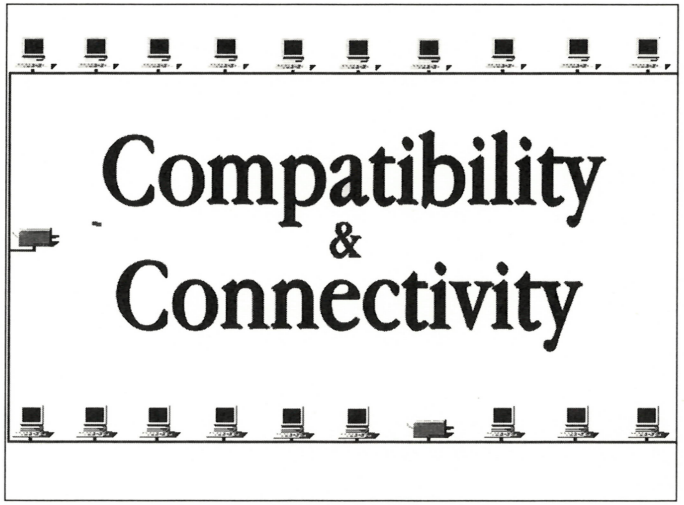
Click **Menu** button to return to the Main Menu.

Show This



Fax Modem & Online Access

Summary

Say This	Do This	Show This
Macintosh networking capabilities make the most of your current investments. You'll be able to work with the software packages, PCs and data files you may be currently using, as well as the networks you use to communicate. What's more, taking advantage of the compatibility and connectivity features of the Macintosh is as easy as using the Macintosh itself. Simply plug into the network, and get to work — fast. That's the power of Macintosh.	Click **Quit** button.	

Compatibility & Connectivity

Glossary of Terms

This glossary is a sampling of the terms associated with compatibility and connectivity.

AppleTalk Network System – A local area network (LAN) system developed by Apple Computer that is built into all Macintosh computers and most LaserWriter printers. The system of network software and hardware is used in Apple's communications network.

Cable – A flexible group of wires separated and insulated from each other by a material such as plastic or rubber and used to connect computers, printers and other peripherals. Examples: serial cable, disk drive cable and LocalTalk® cable.

Card – A printed-circuit board that plugs into a computer's expansion slot, allowing the computer to use one or more peripheral devices. Example: video card for an Apple Portrait Monitor.

Chooser – A desk accessory that allows you to designate devices such as printers and file servers which your Macintosh can access.

Commercial Data Services – See Information Services.

Communications Network – A collection of processing equipment, input/output devices, protocols and cables used to interconnect computing equipment.

Compatible – Capable of running without problems on the computer system. Programs are normally written to run on specific types of computers. Programs that run on a computer system are said to be "compatible" with the computer.

Dedicated File Server – A computer, file server software and one or more large capacity hard drives. The server computer is connected to the network and all network users can access its services. Benefits of a dedicated file server include centralized administration, security and the ability to limit access privileges to specific users.

Direct Cable – A cable which allows direct connection and flow of information between Macintosh and IBM-compatible computers.

Directory – A pictorial, alphabetical or chronological list of the contents of a folder or disk. Other fields within a directory may be referred to as subdirectories.

Directory Window – The window that shows you the contents of a PC disk or folder.

Diskette – See Floppy Diskette.

Electronic Mail (E-mail) – The transmission of letters, messages and memos over a communications network. Users can send mail to a single recipient or they can broadcast it to any number of selected users on the system.

Emulate – To imitate a hardware or software system so that the imitating system accepts the same data formats and presents the same interfaces as the imitated system. Example: SoftPC emulates the MS-DOS format in a window on the Macintosh desktop. (See Terminal Emulation.)

Ethernet Cable System – A system of high-performance cables widely used in the communications industry. Ethernet cables can be part of an AppleTalk network system.

Fax – Abbreviation for facsimile. A machine that can scan text or graphics and then transmit the image of the page over telephone lines; a receiving fax machine prints an identical copy of the original page.

File Server – In a local area network (LAN), a file server is a specially equipped computer storage device that provides mass storage capabilities to the computers on the network. It also allows the users on the network to share the data that resides on the file server. Example: AppleShare software, Macintosh computers, and one or more hard drives make up a file server on an AppleTalk network system.

Floppy Diskette – A disk made of flexible plastic. The term floppy was originally applied to disks with thin, flexible disk jackets, such as 5.25" disks. These were literally floppy and could be easily bent. With 3.5" disks, the disk itself is flexible, but the jacket is made of hard plastic. Both kinds, however, are called floppy diskettes.

Hard Drive – A rigid, fixed magnetic disk that provides high-capacity storage of computer data. A hard disk is made of metal and sealed into a drive or cartridge. Example: Apple's internal and external hard drives.

Hardware – The visible parts of a computer. The computer and the machines that attach to it: the disk drive, printer and other peripheral devices.

IBM Compatible PC – A personal computer that is compatibile with the IBM operating system standard.

Information Services – Online services available that allow the user access to central database computers and receive information such as news and stock information. The databases are maintained in vast computer storage facilities connected to mainframe computers that can handle many callers at once.

Interface Card – A card that handles the connection between a computer and a particular peripheral device, such as a printer, a disk drive, or a modem. (IBM-compatible computers generally require add-on interface cards for most peripherals.) Macintosh computers have built-in video, printer and modem interfaces.

Laser Printer – A non-impact printer that uses laser light to transfer a page image (sent by a computer) onto an electrostatically charged, light-sensitive drum.

LaserWriter – A series of desktop laser printers from Apple Computer. Introduced in 1985, the LaserWriter uses the built-in Postscript page description language, which means that the printer does a great deal of the actual graphics and text creation internally.

Local Area Network (LAN) – A communications network that serves many users within a geographical area. Although the term may refer to any communications network within a building, it typically refers to the interconnection of personal computers and printers.

LocalTalk Cable System – A system of cables, cable extenders and connector boxes that connect computers and network devices as part of the AppleTalk network system.

Log-on/Log-off – Making and breaking a connection between a user and the computer. The log-on requires users to sign in and identify themselves.

Macintosh – A series of personal computers from Apple Computer which run under a proprietary operating system. The Macintosh is very popular because of its on-screen desktop environment which is easy to learn and easy to use. In addition, this method of commanding the computer is used with almost all application programs that run on the Macintosh.

Modem – A device used to convert computer data into a form that can travel over telephone lines. Acronym: **Mo**dulator/**dem**odulator.

Modem Port – One of two serial interface ports on Macintosh computers. May be marked by a telephone handset icon.

Mounting a Disk – Allows an MS-DOS disk to be recognized and accessed from the Macintosh desktop.

MS-DOS (Microsoft - Disk Operating System) – A disk operating system written by Microsoft Corporation. MS-DOS is a single user system that typically runs one program at a time.

NetWare – A family of local area network operating systems from Novell, Inc. that run on Macintosh computers, IBM-compatible PCs and Digital's VAX series.

Network – A collection of interconnected, individually controlled computers, including the hardware and software used to connect them. It allows users to share data and peripheral devices such as printers and storage devices.

Network Device – A computer, printer, modem, terminal or any other physical entity connected to a network.

Network Server – See File Server.

Node – An end point of any branch of a network, or a junction common to two or more branches of a network.

Non-dedicated File Server – A software-based service typically set up on several users' hard disks which allows the users to designate individual files on their own disks for access by other users. Non-dedicated file servers provide the benefits of direct access to each other's files, and the economy of eliminating a dedicated server. Example: the new Macintosh System 7 operating system.

Novell Network – A local area network (LAN) that uses one of Novell's NetWare operating system programs to manage the network.

Online Services – See Information Services.

Operating System (OS) – A program that organizes the actions of the computer and its peripheral devices. It is the first program loaded (copied) into the computer's memory after the computer is turned on.

OS/2 – A single-user, (multitasking) operating system from Microsoft that runs on 286 and 386-based IBM compatible PCs.

Peripheral Device – A piece of hardware used in conjunction with a computer and under the computer's control. Examples: printers, plotters, disk and tape drives, graphic tablets and scanners.

Print Server – A combination of software and hardware that stores documents sent to it over the AppleTalk network and manages the printing of those documents.

Program – See Software.

Public Information Networks – See Information Services.

Reading a File – Mounting and reading MS-DOS, OS/2 and Windows files on the Macintosh desktop.

RS-232 Cable – Any cable that is wired in accordance with the RS-232 standard. Example: RS-232 cables are packaged with MacLinkPlus/PC in order to directly connect Macintosh and MS-DOS computers.

Running MS-DOS – Emulating the MS-DOS operating system in a window on the Macintosh. (See Emulate.)

SCSI – Small Computer System Interface. (See SCSI Peripheral Interface Cable.)

SCSI Peripheral Interface Cable – The cable that links SCSI devices to each other. Example: first external hard drive to second hard drive.

SCSI System Cable – The cable that links the first SCSI device with the computer. The system cable has a 50-pin connector at one end and a 25-pin connector at the other, which attaches to the computer. Example: computer to first hard drive.

Serial Interface Cable – The cable that connects the serial ports of two devices, such as those of a computer and a printer and transmits over a single wire or channel.

Serial Port – The physical connection on the back of every Macintosh that allows you to connect Macintosh computers with printers and other computers (Macintosh and IBM-compatibles). The serial port also allows you to hook-up a modem, mouse or printer.

Server – A computer that provides a particular service across a network. The service may be file access, file transfer or printing. (See Print Server, File Server.)

Service Bureau– A service that provides data processing and timesharing services. Connection is made to a service bureau through dial-up terminals, private lines or other networks.

Shared Resource – A peripheral device, such as a hard drive or printer, that is shared by multiple users. For example, a file server and laser printer in a local area network (LAN) are shared resources.

Software – also called a Program – are instructions to the computer. The two major categories are system software and application (or program) software. System software is made up of control programs, such as an operating system. Application software is any program that processes data for the user. Example: spreadsheet, graphic, word processing and databases fall into the applications software category.

Software Package – An application program that has been developed for sale to the general public.

SuperDrive – Also called FDHD, it is a PC-compatible floppy disk drive. SuperDrive comes standard with the Macintosh Classic®, SE/30, IIcx, IIci, IIsi and IIfx.

Terminal Emulation – Software or hardware that enables a PC to communicate with a host computer by transmitting in the form used by the host's terminal.

Transferring an MS-DOS File – Copying an MS-DOS file onto a Macintosh floppy disk or hard drive without translating it to a Macintosh program.

Translating an MS-DOS File – Translating a document from an MS-DOS program into a Macintosh program. Example: Translating an MS-DOS WordPerfect document into a Macintosh MacWrite document.

Translator – Software which allows you to translate between MS-DOS and Macintosh formats by choosing specific programs. Example: Harvard Graphics to MacDraw®, WordPerfect to MacWrite, etc.

Transparent – A function that is invisible to the user. For example, if a change in hardware or software is called transparent, it will have no visible effect on the user and/or the programs currently running in the computer.

Utility Program – A program that supports the operation of the computer. Utility programs provide file management capabilities, as well as diagnostic routines such as virus checkers.

Wide Area Network (WAN) – A network that connects two or more distant computer systems and lets users on each system access documents and devices on all the other WAN systems.

WK1 File – A WK1 file is a Lotus 1-2-3 worksheet file.

Product Glossary

This glossary is a sampling of the products associated with compatibility and connectivity.

Electronic Mail/Fax

Abaton InterFax 24/96
A data modem that also sends and receives faxes. Sends and receives in the background with or without MultiFinder®. A scheduling feature allows unattended transmissions any time of the day or night.

Everex Systems, Inc.
48431 Milmont Drive
Fremont, CA 94538
(415) 683-2226 or (800) 444-5321

ADSPACE
ADSPACE is an electronic mail system that allows advertising agencies to make advertising space reservations in newspapers, throughout the U.S. and Canada. It connects advertisers and newspapers via an electronic mail system. Advertising space orders are received by newspapers, and confirmation sent back to the original advertisers.

Maxwell AD/SAT
527 West 34th Street
New York, NY 10001
(212) 330-0678

Apple Data Modem 2400
The Apple Data Modem 2400 offers a basic networking component for wide area communications. To allow communication with the majority of data modems on the market, this product was designed to be compatible with industry standards allowing access to applications and information from a variety of remote hosts, databases and online information services.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

BackFAX
BackFAX is fax communications software that runs on a number of different fax modems. It sends and receives faxes to any of the 5,000,000 fax modems in the world. It does this in the background with or without MultiFinder. BackFAX also allows for automatic cover pages, delayed sending, sending to a list, fast conversion to fax and multiple address books.

Solutions, Inc.
30 Commerce Street
Williston, VT 05495
(802) 865-9220

cc: Mail
An electronic mail software package that allows users on a network to send and retrieve messages, documents, graphic images and fax messages. Provides electronic mail communications across different networks, operating systems and hardware platforms.

cc: Mail
2141 Landings Drive
Mountain View, CA 94043
(800) 448-2500

DataLink/Mac and DataLink Express
DataLink/Mac is an internal modem for the Macintosh II Computers. It is Hayes-compatible and comes with a "Macintosh standard" built-in serial port. Macintosh communications software is included.

DataLink Express is an external Hayes-compatible modem for all Macintosh computers.

Applied Engineering
3210 Beltline, Suite 154
Dallas, TX 75234
(214) 241-6060

DoveFax, DoveFax Desktop
DoveFax includes voice, fax and data modem features in one product. The fax and data modem features are identical to the DoveFax Desktop. The voice portion allows your Macintosh to become a phone answering system.

DoveFax Desktop is a combination data modem and fax modem and combines hardware and software. It provides background operation during fax sends and receives, customizable fax cover sheets and online help.

Dove Computer Corporation
1200 N. 23rd Street
Wilmington, NC 28405
(800) 622-7627

FAXGATE Plus
FAXGATE Plus is a fax gateway for QuickMail or Microsoft Mail. It is server software that is added to the mail server or an auxiliary mail server with a supported fax modem. FAXGATE allows anyone on the E-mail network to fax to any to the 5,000,000 fax machines in the world.

Solutions, Inc.
30 Commerce Street
Williston, VT 05495
(802) 865-9220

FaxPro
FaxPro turns a single fax machine into a shared, networkable device. With fax-client software installed on your networked Macintosh computers and fax-server software installed on your print or file server, you can send a fax in virtually the same way as sending one from a single-user fax modem.

Cypress Research
240 East Caribbean Drive
Sunnyvale, CA 94089
(408) 752-2700

Microsoft Mail 2.0
A fully integrated desktop communications/electronic mail system allowing users to communicate by sending messages, files, custom forms and graphics.

Microsoft Corporation
One Microsoft Way
Redmond, WA 98052
(206) 882-8080

NetModem V2400, V.32
NetModem V2400 and V.32 are modems that can be shared by Macintoshes and PCs on an AppleTalk network. They plug in anywhere along the network, needing just a single AppleTalk connector and a single phone line. They also support Dial-In Network Access, a feature that allows anyone with a Macintosh or PC and an ordinary modem to call in and use their AppleTalk network from a remote location.

Shiva Corporation
One Cambridge Center
Cambridge, MA 02142
(800) 458-3550

OrchidFAX Modem
The OrchidFAX modem sends and receives Macintosh files in the background with BackFAX software, allowing you to choose to send files to other Macintosh users and to PC users. Fax quality approaches that of a laser printer.

Orchid Technology
45365 Northport Loop West
Freemont, CA 94538
(415) 683-0300

Post Office Pack for Macintosh
The cc: Mail Post Office Pack for Macintosh is an electronic mail system which provides message exchange capability among users of Macintosh, MS-DOS, OS/2 and Windows-based users in a local area network.

cc: Mail
2141 Landings Drive
Mountain View, CA 94043
(800) 448-2500

Prometheus Fax Series Modem
Each modem includes everything you need to get started, including MaxFax software. You can preview faxes on screen, print, delete or forward. Dials out through all telephone networks, including PBX's and even overseas. Phonebook features allow you to import your entire company's database into the Maxfax phonebook, without re-entering names.

Prometheus Products, Inc.
7225 S.W. Bonita Road
Tigard, OR 97223
(503) 624-0571

QuickMail 2.2
An easy-to-use electronic mail package for Macintosh computers on AppleTalk networks. Can be remotely accessed from any computer.

CE Software, Inc.
P.O. Box 65580
West Des Moines, IA 50265
(515) 224-1995

Send Express
A Macintosh desk accessory that sends files, folders, personal notes and clipboard selections directly between Macintosh computers connected to an AppleTalk network. It can send multiple files/folders to several people simultaneously, and users may exchange notes of up to 2500 characters.

Gizmo Technologies
P.O. Box 14177
Fremont, CA 94539
(415) 623-7899

Smartmodem
An external data modem that dials, answers and disconnects calls automatically. Operations include call progress monitoring, stored telephone numbers and dialing capability.

Hayes Microcomputer Products, Inc.
P.O. Box 105203
Atlanta, GA 30348
(404) 449-8791

TelePort/Fax
Send Fax allows you to send documents of any length to multiple destinations.

Global Village Communication
1204 O'Brien Drive
Menlo Park, CA 94025
(415) 329-0700

Network Communications

Apple Ethernet Cabling System
The Apple Ethernet Cabling System is a family of products that provides a connection from the Ethernet NB and LC Cards to all standard Ethernet cabling environments. Together these components provide true plug-and-play functionality and greatly simplify setting up and maintaining the network.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

Apple Ethernet LC and NB Cards
The Ethernet LC Card provides plug-and-play Ethernet networking for the Macintosh LC computer. The Ethernet NB Card is a replacement for the EtherTalk NB Card. This card allows Macintosh computers that support NuBus to connect to Ethernet networks.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

Apple LocalTalk Cabling System
LocalTalk cables and connectors are used to link computers and peripheral devices in an AppleTalk network system. An AppleTalk network has three components: a cable system that links devices; software built into every Macintosh computer and Apple IIGS®, that supports the network; and optional services that networked devices — such as Apple's LaserWriter printers and AppleShare file servers can share.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

AppleShare 2.0
AppleShare is workgroup file server software that allows the sharing of information between Macintosh and MS-DOS

computers. As many as 25 users can access information, including documents, folders, applications or disks— from anywhere on an AppleTalk network.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(480) 996-1010

Aspects
Aspects, desktop conferencing software for the networked Macintosh, allows people to work together interactively and simultaneously. It has a complete set of word processing, drawing and paint tools built in. It also has comprehensive import and export facilities that allow users to bring text and graphic documents from many popular Macintosh applications into an Aspects conference.

Group Technologies, Inc.
1408 N. Fillmore St., Suite 10
Arlington, VA 22201
(800) 476-8781

CompuNet
CompuNet is a Local Area Network (LAN) hardware system which conforms to Apple Computer, Inc.'s LocalTalk (AppleTalk) LAN standards, yet uses ordinary telphone wire connectors and even existing in-wall telephone wiring.

Trimar USA, Inc.
P.O. Box 1421
Secaucus, NJ 07096
(800) 872-4454

DaynaPORT E/30, E/30-T
DaynaPORT Ethernet network interface cards provide Ethernet speed and connectivity to Macintosh computers on any type of Ethernet cabling system. The cards let the Macintosh run a variety of network applications, including all AppleTalk-based software.

Dayna Communications, Inc.
50 South Main St., 5th fl.
Salt Lake City, UT 84144
(801) 531-0600

EasyServer
EasyServer is family of AppleShare compatible file servers. Simply connect any Macintosh hard drive to EasyServer, connect the server to your network, and all of your files are available to users on the network. Remote administration allows management of the user and groups database from any Macintosh on the network.

ShirtPocket Software, Inc.
P.O. Box 40666
Mesa, AZ 85274
(602) 966-7667

EtherPortII, Ether+
The Shiva EtherPort line of network interface cards allows Macintoshes to connect directly to Ethernet networks. Ether+ is an external adapter that provides any Macintosh with a direct connection to an Ethernet Local Area Network. Ether+ supports AppleShare, Novell NetWare and many other networking software packages.

Shiva Corporation
One Cambridge Center
Cambridge, MA 02142
(800) 458-3550

FastNet
FastNet products offer networking solutions from direct internal Ethernet cards to external devices for Macintoshes such as the Macintosh 512 or Macintosh Plus.

Dove Computer Corporation
1200 North 23rd Street
Wilmington, NC 28405
(800) 622-7627

NetWare for Macintosh v3.0, v2.2
NetWare for Macintosh allows file, message and printer sharing with other Macintoshes or PCs. Featuring 100 percent AppleTalk compatibility, the product transforms IBM-compatible PCs into AppleShare network servers. To Macintosh users, information stored on the network is listed using Macintosh icons, PC users see information listed in the format of the workstation operating system. Files from both PC users and Macintosh users are stored in the same directories of the same network server.

Novell, Inc.
122 East 1700 South
Provo, UT 84606
(801) 379-5900 or (800) 453-1267

PhoneNET Card PC
PhoneNET Card PC for LocalTalk is compatible with PhoneNET System networking products, allowing affordable integration of Macintoshes and PCs.

Farallon Computing, Inc.
2000 Powell St., Suite 600
Emeryville, CA 94608
(415) 596-9000

PhoneNET Connector
Allows different devices such as computers, printers and file servers on an AppleTalk network to communicate with each other over ordinary telephone cables. Easy to install and fully compatible with all AppleTalk devices.

Farallon Computing, Inc.
2000 Powell St., Suite 600
Emeryville, CA 94608
(415) 596-9000

PhoneNET Liaison
The first fully automatic software router that connects up to five AppleTalk networks – including LocalTalk, EtherTalk® and TokenTalk® – locally or nationally. Liaison turns any Macintosh into an economical, flexible platform for routing. Provides dial-in access to Local Area Networks, password protection, "hide" options and dial-back feature.

Farallon Computing, Inc.
2000 Powell Street, Suite 600
Emeryville, CA 94608
(415) 596-9000

PhoneNET Talk Software
Formerly AppleShare PC, PhoneNET Talk lets any MS-DOS or Windows-based personal computer share networked printers, file servers that support AppleTalk, and AppleTalk network applications over an AppleTalk network. It ensures MS-DOS and Windows 3.0 AppleTalk users compatibility with current and future Apple Macintosh networking software.

Farallon Computing, Inc.
2000 Powell Street, Suite 600
Emeryville, CA 94608
(415) 596-9000

System Software Version 7.0
Macintosh users with at least 2 megabytes of memory and a hard drive can use System Software Version 7.0. One of the many new features – Built-in File Sharing – allows users to share files and folders with other users on the same network without a dedicated file server. The file sharing capability allows retrieval of files from a particular desktop while working from a different location. With System 7, files can be shared with System 6 Macintosh computers, as well as with MS-DOS, or Windows-based computers.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

Timbuktu V3.1, Remote 2.0
Timbuktu V3.1 is a desk accessory/file transfer/driver that allows remote operations of Macintosh. The application allows a user to observe or control another Macintosh over an AppleTalk network. Multiple users can share screens across the network and also includes file transfer. Remote 2.0 allows remote operation of Macintoshes over modem links and data lines. It can be combined with Timbuktu on a Local Area Network, so all users can watch and operate in either the host or guest role.

Farallon Computing, Inc.
2000 Powell Street, Suite 600
Emeryville, CA 94608
(415) 596-9000

3+Open for Macintosh
3+Open for Macintosh integrates AppleShare file and print services with the LAN Manager environment. 3+Open for Macintosh allows Macintosh and PC clients to benefit from transparent file and print sharing, while preserving the network interface native to each client.

3Com Corporation
5400 Bayfront Plaza
Santa Clara, CA 95052
(408) 764-5000

Online Access

America Online
America Online is an interactive on-line service which has an easy-to-use graphic interface with icons, pull-down menus. America Online includes public domain and shareware programs, an on-line electronic mail system, computing forums, news services, stock quotes, an on-line encyclopedia and more.

Quantum Computer Services, Inc.
8619 Westwood Center Drive
Vienna, VA 22182

CompuServe Information Manager
The CompuServe Information Manager adds a familiar Macintosh interface to the CompuServe Service. It takes advantage of the power of the Macintosh, making it easy to manage CompuServe, both on-line and off-line. Features include: off-line message, reading and composition, a local address book, a filing cabinet, easier forum access and a specialized CB interface.

CompuServe
5000 Arlington Centre Blvd.
Columbus, OH 43220
(800) 848-8199

Grateful Med
Grateful Med is a software package designed for easy access to MEDLINE and other databases on the National Library of Medicine's (NLM) MEDLARS system. MEDLINE contains over six million references to the medical literature back to 1966 and updated weekly with approximately 25,000 new references.

National Library of Medicine
8600 Rockville Pike
Bethesda, MD 20894
(800) 272-4787

Lexis/Nexis
The world's largest resource of full-text news and legal information. These tools can be easily and quickly accessed with most computers without having to purchase additional equipment. Lexis, a full-service legal research service offers over 3 million federal and state cases, law review, patent information and IRS rulings, to mention a few. Nexis is the world's largest electronic library with access to more than 650 full-text sources of sources of news, business and trade information.

Mead Data Central
9393 Springboro Pike
Miamiburg, OH 45342
(800) 227-9597, in Ohio (800) 227-8379

MacMLS
MacMLS is a communications package that gives the real estate professional access to the local Multiple Listing Services (MLS) database using a Macintosh computer and all of the familiar tools of the Macintosh environment. MacMLS retains research on the screen after logging off the database, allowing the user to work with the data without tying up phone lines. It has three print options and will save data to disk for future use.

Micro Mailing
P.O. Box 19727
Portland, OR 97280
(503) 246-8315

MicroPhone II
A telecommunications program used to connect Macintosh computers to mainframes, retrieve information from on-line research services, process electronic mail, send international telexes, and transfer files over telephone lines.

Software Ventures Corporation
2907 Claremont Avenue
Berkeley, CA 94705
(415) 644-3232

WESTMATE for Apple Macintosh
WESTMATE is a communications software package that customizes a Macintosh for WESTLAW, West Publishing Company's computer-assisted legal research system. It gives you access to one of the largest law libraries in the world.

West Services, Inc.
58 West Kellogg Blvd.
St. Paul, MN 55164
(612) 228-2500

Running MS-DOS on the Macintosh

Mac286 3.0 and Mac86 3.0
The Mac86 and Mac286 cards let Macintosh users access software created for MS-DOS computers, by running them in a window on a Macintosh at the speed of an IBM PC XT and IBM PC AT, respectively.

Orange Micro, Inc.
1400 N. Lakeview Avenue
Anaheim, CA 92807
(714) 779-2772

Orange386 Board
80386-based PC on a single card that fits inside some Macintosh computers. Gives you the ability to run virtually any MS-DOS program at full 80386 speed – and because it runs in an on-screen window, you still have all the advanced features of Macintosh. You can even run Windows 3.0 if you need to.

Orange Micro, Inc.
1400 N. Lakeview Avenue
Anaheim, CA 92807
(714) 779-2772

RunPC/Remote and RunPC/Network
Connect any Macintosh on an AppleTalk network to an IBM-compatible PC on the network and run virtually any MS-DOS program in a Macintosh window. Run MS-DOS programs on the PC, but view and control them with the Macintosh. Transfer files, and use included Software Bridge/Macintosh translators to translate documents between over 800 Macintosh and MS-DOS file combinations. Also includes MountPC to mount PC files from the Macintosh computer's SuperDrive. Serial cable and modem connections also supported.

Argosy Software, Inc.
113 Spring Street, 5th Floor
New York, NY 10012
(212) 274-1199

SoftPC
Provides PC-compatibility for Macintosh by emulating the hardware environment of a PC-XT or AT computer. SoftPC uses the SuperDrive and the Macintosh hard disk to read/write PC files. The Macintosh runs the MS-DOS programs that create and modify PC files and data directly.

Insignia Solutions, Inc.
526 Clyde Avenue
Mountain View, CA 94043
(415) 694-7600 or (800) 848-7677

Transferring/Translating

Apple File Exchange
Allows users to translate files created in one application into a format required by another. Apple File Exchange converts data from Macintosh applications into a format understandable by MS-DOS compatible applications.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95024
(408) 996-1010

Apple PC 5.25 Drive
An MS-DOS compatible disk drive that connects to Macintosh SE or II equipped with an appropriate controller card. The PC 5.25 Drive and AppleFile Exchange software give Macintosh SE and II computers the ability to read and write files to and from 360K MS-DOS disks.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95024
(408) 996-1010

DaynaFILE II
An external SCSI floppy disk drive that allows Macintosh computers to read from and write to MS-DOS data disks as if they were Macintosh disks. DaynaFile can accept 5.25- or 3.5-inch MS-DOS disks in any format.

Dayna Communications
50 South Main St., 5th fl.
Salt Lake City, UT 84144
(801) 531-0600

Infinity 40 Turbo
Works with Macintosh and with IBM PC XT, PS/2 or compatible. To transfer data between computers, use PLI's conversion software, DOSTransfer. Provides storage with removable cartridges, each holding 44MB. Backups are as easy as dragging the icon and data. Data is usable right from the back-up disks.

Peripheral Land Incorporated
47421 Bayside Parkway
Fremont, CA 94538
(415) 657-2211 or (800) 288-8754

LapLink Mac III
Allows Macintoshes and IBM's to share files. LapLink Mac is designed to transfer data and text files between a Macintosh and IBM-compatible PCs. It also provides four types of Mac-to-Mac file transfer methods including direct cables, phone modem, AppleTalk and direct SCSI connection for the Macintosh Portable.

Traveling Software, Inc.
18702 N. Creek Pkwy.
Bothell, WA 98011
(206) 483-8088

MacLink Plus/PC 5.0
An easy-to-use connectivity solution for transferring and translating files between a Macintosh and all MS-DOS, NeXT and SUN environments. Over 350 translation combinations are included with word processing, spreadsheet, graphics and database files. MacLink also includes cable and software for both machines.

Data Viz, Inc.
55 Corporate Drive
Trumbull, CT 06611
(203) 268-0030

MatchMaker
MatchMaker is a Macintosh to MS-DOS communications software program. It interfaces any IBM PC to any Macintosh external disk drive and the card fits into an expansion slot and requires no internal cabling. MatchMaker lets users move data between disks using DOS-style commands. It also allows for the initialization of blank Macintosh diskettes.

Micro Solutions Computer Products
132 W. Lincoln Hwy.
DeKalb, IL 60115
(815) 756-3411

Viewing/Mounting MS-DOS

AccessPC
Manages MS-DOS files on a Macintosh, including mounting and viewing MS-DOS volumes, floppy diskettes and hard drives. Lets SuperDrive (FDHD) and many other external drives access MS-DOS diskettes on the Macintosh desktop.

Insignia Solutions, Inc.
526 Clyde Avenue
Mountain View, CA 94043
(415) 694-7600 or (800) 848-7677

Apple FDHD (SuperDrive) Drive
Allows Macintosh users to format, read and write Macintosh 400K, 800K and the new 1.4 MB disks, as well as MS-DOS, OS/2 (720K or 1.44 MB) and 800K ProDOS disks using Apple File Exchange.

Apple Computer, Inc.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010

DOS Mounter
A desktop utility for Apple SuperDrives, allowing access to MS-DOS disks from the desktop. With DOS Mounter, MS-DOS disks appear on the desktop and behave just like Macintosh disks. Subdirectories are shown as folders and file document icons. Users can select and drag items with the mouse, copy MS-DOS files, documents and applications.

Dayna Communications
50 South Main St., 5th fl.
Salt Lake City, UT 84144
(801) 531-0600

Rapport/Drive 2.4
Rapport/Drive 2.4 is an external 3.5-inch drive that reads, writes and initializes all current Macintosh, Apple II ProDOS, and IBM 3.5-inch standards, plus optional formats of 1.2 MB on standard diskettes and 2.4 MB on high-density media.

Kennect Technology
120-A Albright Way
Los Gatos, CA 95030
(408) 370-2866 or (800) 552-1232

SuperFloppy 1.4
Provides 1.44MB Macintosh and MS-DOS, and 720K MS-DOS diskette compatibility. Fully compatible with AccessPC and SoftPC, and with all popular file translation software.

Peripheral Land Incorporated
47421 Bayside Parkway
Fremont, CA 94538
(415) 657-2211 or (800) 288-8754